

contract basis. He did say that he needed an expert wood-worker to work with him in the plant and that he paid a man's company a retainer for loaning him the man a few hours a day. His were steel-sided trailers, but he was certain that other contracts called for wooden-walled trailers and that those orders could be handled efficiently by sub-contractors. His company had obtained placement on lists of all purchasing units of the army and navy and had received contracts from three separate purchasing agencies of the government.

A manufacturer of hand tools said that he'd received reports on tests made using all - metal hammers, screw-drivers and other types of his products. They were pronounced unsatisfactory, even when the handles were rubber-sheathed because of the difficulty of handling the tools under adverse winter conditions. Because of the unusual rush of business in emergency orders, he had sub-contracted for most of the handles of wood despite the fact that he had a full set of wood-working equipment. Space was needed so the wood-working division was sacrificed for it. He found sub-contracting efficient enough to justify employing it even after the emergency period has passed, a change which he intends to make in his company's production methods to conserve space and investments.

A company manufacturing wooden

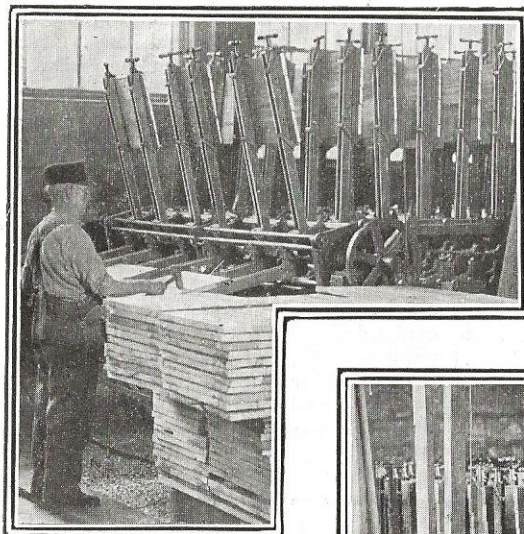
boxes for packing all sorts of equipment has received orders for many thousands of boxes, running into the tens of thousands of dollars. An official explained:—"To the newcomer just planning to enter government contract work I'd advise nothing so sincerely as studying the specifications carefully for every minute detail. Those specifications are rigid and must be followed closely. It's been our experience that some companies experienced in handling government bids, keep prices sufficiently high to compensate them for selecting lumber carefully, rejections that occur from oversights in following specifications and for any modifications in their usual manufacturing methods required by the orders.

"This is poor patriotism and poor business we've found. By studying the specifications carefully, figuring cost closely and then handling it like we do all the rest of our business we obtain a considerable number of contracts and make a decent profit. But when the specifications read "Ponderosa Pine" they mean just that and nothing else! It's stupid and offensive to set prices ridiculously high the way many bidders do, apparently in hopes of bidding on a "sleeper" contract which competitors overlook.

"If I were entering the business of filling government orders for the first time, I'd start with a small contract or

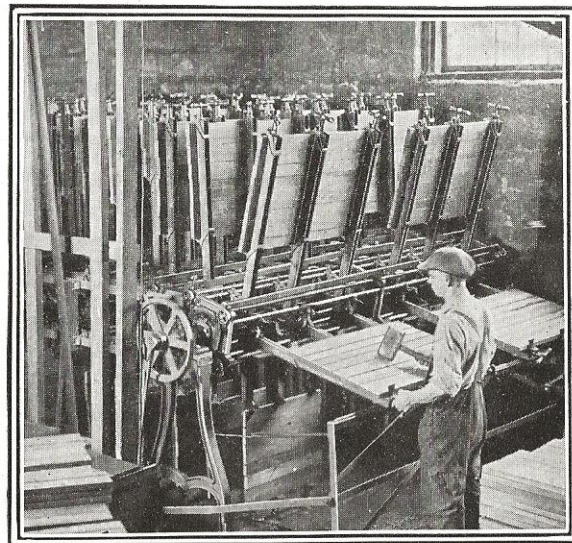
## Billstrom = Quality

### Automatic Power Driven Glue Clamp Carriers



These illustrations show two of the 29-section glue clamp carriers in operation in the Union Furniture Company's factory at Jamestown, N. Y. Each machine is equipped with six clamp bars per section.

Billstrom Clamp Carriers will give you complete satisfaction and continued service as they have in many other installations.



You too, will get the extra advantage in operating a Billstrom carrier, maximum production with minimum physical effort on the part of your employees.

Billstrom equipment is engineered to the needs and problems of the wood-working industry—with an adequate and satisfactory answer to every edge-gluing need.

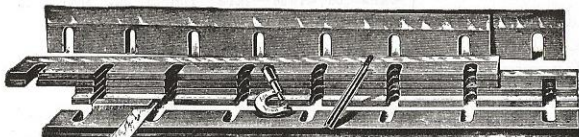
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